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Financing Offered	Technical Expertise	Sub-Contracted Services	Reference Projects	Virginia Contractor Registration	Certifications
Third party financing	3 project managers	Xenergy, audits, installation of eqpt. And systems	GSA-lighing and controls, VAV set points, plumbing, etc.		Energy Star
MELP	2 energy specialists	Bowman Foster & Associates, MEP Services	National Archives-lighting and controls, MEP economies		
	1 engineers				

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Siemens Building Technology	5106 Glen Alden Dr.	Kirk Johnson, Acct. Executive		kirk.johnson@siemens.com	(804)222-6680	(804)226-4278	Auditing	BAS and other types of controls
	Richmond						Project Management	Mechanical repairs and replacements-alternative fuel methods for rooftop units, cooling tower
	VA 23231						Building automation systems	Lighting and other electrical system mods and retrofits
							Installation	
							Procurement	
							Design and engineering	

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MELP through MME and Dept. of Treasury	232 project managers	Siemens Building Technologies	Caroline Schools, controls, replaced electric rooftop units with propane units, lighting retrofit	2705-048805A	
	1146 energy specialists		City of Fredericksburg, replaced various rooftop units, repaired cooling towers, lighting retrofits, installed BAS,		
	162 engineers		Virginia Beach Library, reduced electrical cost through changes in operations		

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Energy Solutions - TAC Americas	7400 Beaufont Springs Drive Suite 420	Brian Ratcliff			(804)467-6399	(804)796-6917	Audits	Controls
	Richmond	James Moore - National Sales Director		mike_moore@tac- americas.com	(972)323-4893	(972)323-5498	Installation	HVAC chiller replacements, mechanical repairs
	Va. 23225						Project management	Lighting retrofits
							Measurement and verification	

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MELP through MME and Dept. of Treasury	35 energy specialists		City of Wichita KS - lighting retrofit, energy management system, mechanical replacements and repairs		NAESCO
			Denton County TX - lighting retrofit, energy management system, mechanical replacements and repairs		
			Texas Women's University - new chilled water plant and distribution loop, lighting retrofit, VAV box replacements		

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Virginia Trane a division of American Standard	4831 White Bear Parkway	Bill Upthegrove, Solutions Team Leader (Roanoke)	Bill Upthegrove (540)563-2828 2343 Highland Farm Roanoke, VA 24019	bpupthegrove@trane.com	(540)563-2828	(540)366-4958	Auditing	Chiller Plant improvements
	St. Paul	Roger D'Alessio, Complex Project Mgr (Richmond)	Roger D'Alessio (804)747-3588 10408 LakeridgePky Suite 100 Ashland, VA 23005	rd'alessio@trane.com	(804)747-3588	(804)273-0119	Project management	Architectural improvements
	MN 55110	John Butler, Team Leader (Tidewater)	John Butler (757)558-0200 1100 Cavalier Blvd. Chesapeake, VA 23323	jdbutler@trane.com	(757)558-0200	(757)558-9715	HVAC Energy Management	AHU and VAV systems
		Lou Boland, Jr., Existing Building Sales Mgr. (Northern VA)	Lou Boland, Jr. (301)984-2460 12320 Parklawn Dr. Rockville, MD 20852	ljbolandjr@trane.com	(301)984-2460	(301)881-4787	BAS design and Installation	Electrical improvements
	Offices in Roanoke, Richmond, Tidewater, and Northern Virginia						Commissioning	Environmental control improvements
		*Greg Tatro, Regional Mgr. Trane Global Controls and Contracting (GCC)		gtatro@trane.com	(478)757-8144		Comprehensive Service Capability	Heating plant improvements
		*Vance Tang - VP GCC		vtang@trane.com	(651)407-4000	(651)407-4197	Engineering design and consulting	Lighting upgrades
		*GCC is Trane's Global Performance Contracting support group					Construction management	Maintenance and repair
							Measurement and verification	Outsourcing central plant services
								Utility negotiations
								Process improvements
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MELP through MME and Dept. of Treasury	Each local office has energy specialists and engineering services	Trane Global Controls and Contracting Group and Local Trane offices	Childrens' Hospital of Kings Daughters-lighting retrofit, AHU replacements, service and training	2705-047272A	Energy Star
Direct purchase	26 VA Project Managers (Trane/GCC > 200)		Hampton Sydney College-lighting retrofit, AHU replacement, chiller plant upgrade, DDC		Green Seal
Lease purchase	69 VA Energy Specialists (Trane/GCC > 1000)		US Army-chiller plant with heat recovery, lighting retrofit, AHU replacement		AEE
Municipal leasing	40 VA Engineers (Trane/GCC > 4000)				
Third Party Financing (Loans)	163 VA Service Techs				
	34 VA BAS Techs				
Financing Offered	Technical Expertise	Sub-Contracted Services	Reference Projects	Virginia Contractor Registration	Certifications

Ameresco Inc.	700 East Main Street Suite 1636	Richard Ritter			(804)762-4943	(804)762-4468	Energy auditing	Mechanical systems
	Richmond Va. 23219	Joe Demanche, VP		jdemanche@ameresco.com	(540)885-0985	(540)885-0985	Energy engineering Project management	Electrical systems Lighting systems
							Construction management	Building envelope systems
							Operation and maintenance	Water and sewage systems
							Measurement and verification	

MELP through MME and Dept. of Treasury	39 engineers, home office is in MA.	Not defined	VISN Region 6-boiler plant upgrade, chiller plant upgrade, HVAC upgrades, lighting upgrades		
Tax exempt lease purchase	Local personnel not defined		Defense General Supply-lighting upgrades, load shedding system, fuel conversions		

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Chevron	12980 Foster Drive, Suite 400	John Mahonet, President		dgunderman@viron. com	(913)563-3500	(913)563-3560	Auditing	Building Envelope- insulation, double pane windows, wethat stripping, window film, insulated over head doors
	Overland Park						Engineering design	Lighting-automatic controls, ballasts, Exit light LED retrofits, photocell control of lights, room and zone light switches, all types of light fixture retrofits, schedule outside lights
	Kansas 66213-2649						Energy Modeling	Energy Management Controls - add features and controls in the programs
							Project Management	HVAC Equipment upgrades and replacements
							Commissioning	Water and sewer
							Measurement & Verification	
							Construction Management	
							Environmental Technology	

Financing Offered	Technical Expertise	Sub-Contracted Services	Reference Projects	Virginia Contractor Registration	Certifications
Bond Issue	10 project managers	Construction	Michigan State Capitol Complex	2705-042766A	
Tax exempt lease, capital lease or operating lease	4 energy specialists		State of Nevada, public works board		
Customer financing	15 engineers		City Ann Arbor Michigan		
MELP through MME and Dept. of Treasury	1 architect		University of Maryland		
Energy Services Contract					

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Abacus Engineered Systems, Inc.	4860 Cox Road, Suite 200	Pam Janney	Pam Janney		(804) 935-4814	(804) 935-4816	Mechanical engineering design	Lighting retrofits
	Glen Allen	Mark Webb, PE, CEM NE Dir. Bus. Dev.		maw@abacus- enr.com			Electrical engineering design	Building controls
	VA 23060						Controls engineering design	Chiller/boiler replacements
							Lighting design	HVAC improvements
							Plumbing engineering design	Motors/pumps/variable speed drives
							University master planning	Envelope upgrades
							Investment grade audits	Facility operations and maintenance
							LEED consulting, design, certification	Cogeneration
							Document management	Thermal storage
							Utility rebate acquisition	Water savings
							Project development	Phone savings
							Project management	Trash savings
							Construction management	Mechanical system re- engineering
							Project commissioning	
							Continuous commissioning	
							Remote diagnostics of building systems	
							Testing and balancing	
							Owner training	

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							Measurement and verification	
							Financial services (arranged and coordinated by Abacus and provided by a pre-qualified third party lending institution)	
							Energy procurement	

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NORESCO	3957 Westerre Parkway Suite 102	Joseph O'Brien (President)	Chris Farren (Senior Account Executive)	cfarren@noresco.co m	(804) 217-6512	(804)217-9560	Full range of technical energy auditing.	HVAC and other mechancial projects (e.g. chiller replacements, new boiler plants, new cooling towers, etc...)
	Richmond	Michael Provencher (Senior Vice President)	Randy Clark (Director - Business Development)	rclark@noresco.com	(412)200-3114	(412)200-3130	Project development.	Lighting retrofits
	Va. 23233						Engineering design.	Water conservation projects
							Project management	Direct digital control energy management systems.
							Construction management.	Integration of multiple control systems.
							Equipment and sub- contract labor procurement.	Central plant projects (turnkey design/ build, own and operate, operate)

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Tax-exempt municipal leasing (3rd party).	74 project managers (3 in VA office)	Generally speaking, NORESKO sub-contracts it requirements for tradespeople (electricians, plumbers, steamfitters, HVAC mechanics).	Allegheny County (Pittsburgh, PA) - Installation of energy management system, replacement of old chillers, replacement of cooling towers, lighting retrofits, new windows, water conservation, new kitchen equipment, and repair of steam distribution systems.	Class "A" Virginia Contractor's license (2705066012)	NAESCO accredited ESCO.
MELP through MME and Dept. of Treasury	41 engineers (8 in VA office)	NORESCO has the ability, and is willing to, sub-contract for services that it also provides in-house in order to gain the expertise of local specialists or to address specific staffing needs.	Fairfax County (Fairfax, VA) - lighting retrofit, installation of new HVAC rooftop units, infrared heaters, installation of water conservation equipment replacement, install PTAC heating systems.		
3rd party bond financing.	33 plant operators		Los Angeles County (Los Angeles, CA) - lighting retrofits, new chillers, new cooling towers, new energy management systems, upgrade existing energy management systems, variable frequency drives, new pumps, and new motors.		
Shared savings (NORESCO equity investment).	24 service technicians		Walter Reed Army Medical Center (Washington, D.C.) - Energy management system, waste heat recovery, fuel conversions, variable frequency drives, new motors and pumps, new boilers, new chillers, new insulation, lighting retrofit, HVAC system design.		
Taxable capital lease (3rd party).	10 business developers (2 in VA office)		Duquesne University (Pittsburgh, PA) - 5 MW direct-fired turbine, steam absorption chillers, hear recovery steam generator, HVAC upgrades, variable frequency drives, domestic water conservation, lighting retrofit, new windows, and new energy management systems.		
Operating / synthetic lease (3rd party).	6 energy specialists (1 in VA office)				

							Equipment maintenance.	Cogeneration plants (turbines, reciprocating engines, back-pressure steam)
							Customer training and energy education programs.	Variable frequency drives (motors and pumps).
							Project commissioning.	Building envelope improvements (e.g. new windows, weatherstripping, insulation, new roofs, etc...)
							Savings measurement and verification.	
							Fuel procurement and fuel management.	

Customer financing.	13 in operations staff.				

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Pepco Energy Services, Inc.	2419 Westwood Ave.	Daryl Bishop			(804) 378-5497	(804) 378-5493	Project Development: Energy system audits Water system audits	Mechanical Upgrades: HVAC Boilers Chillers Hot water systems Steam systems Chilled water systems
	Richmond	David Weiss, Group President	David Weiss	dweiss@pepcoenerg y.com	(703)253-1800	(703)253-1798	Engineering: Energy & water system Mechanical Electrical Controls	Electrical Upgrades: Electrical testing Reliability & power quality improvements
	Va. 23230						Implementation: Project mgt. Construction mgt. Procurement mgt.	Lighting Upgrades: Indoor & outdoor Retrofit & provide new Controls
							Commissioning Services: All equipment installed All systems installed	Building Control Systems: Non-proprietary products Open system protocols Andover Upgrade & provide new
							Monitoring & Verification: DOE approved methods Job & customer specific Cost effective design	Building Envelope Upgrades: Windows & doors Insulation Roofs
							Operations & Maintenance: All equipment installed All systems installed	Water Conservation Upgrades
							Training: All equipment installed All systems installed	Onsite Generation: Co-generation Peak shaving

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Tax-exempt municipal lease purchase program	For this contract, the company can draw from over 450 employees with technical expertise in every aspect of energy services. Initially the following will be assigned to this project, more expertise can be added as necessary:	Architectural & misc. engineering (civil, structural, etc.) MEP trade labor as required	Military District of Washington: Energy upgrades in 837 buildings on 5 military bases including Ft. Myer, Ft. Belvoir, and Ft. A.P. Hill in VA. Lighting retrofits Cooling system retrofits Air handling unit replacements Central heating plant upgrades Water conservation projects 18-year term maintenance contract	2705-032472A	DOE Qualified ESCO Energy Star Virginia PEs CEMs
MELP through MME and Dept. of Treasury	1 Executive-In-Charge 1 Account Manager 5 Engineers 1 Cost Estimator 2 Project Managers 1 O&M Field Manager		US IRS Headquarters: Energy upgrades in 1.4M GSF building Lighting retrofits Balanced air distribution systems Motor replacements Chiller replacements Cooling tower replacements		
			Washington Convention Center: Central energy plant for 2.3M GSF new convention facility Designed & built central plant 20-year term operations & maintainance contract		
			National Institutes of Health: Designed and built 23 MW co-generation facility to serve main campus 10-year term operations and maintenance contract		

								Renewable Energy Systems: Solar Bio-gas to energy

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Johnson Controls Inc. (Mid Atlantic)	5740 General Washington Drive	Vincent Rydzewski, area general mgr.		vincent.j.rydzewski@jci.com	(703)658-4481	(703)750-2646	Project management	Boiler, chiller replacements; Central Plant Retrofits
	Alexandria	John Poggi	John Poggi	john.j.poggi@jci.com	(410) 527-2740	(410) 472-4928	Construction management	BMS,chilled water, hot water and steam systems, electric motors and drives
	VA 22312-0248						Energy engineering	HVAC, lighting improvements, water conservation
Additional JCI Offices Located in Virginia	Richmond, Norfolk, Charlottesville, Roanoke Branchs	John Poggi	John Poggi	john.j.poggi@jci.com	(410) 527-2740	(410) 472-4928	Energy metering/analysis	Building envelope modifications
							System Commissioning	Renewable energy systems
							Facility Operation Assessment	Maintenance Support Services
							Measurement and verification	Electrical systems and co-generation
							Utility Rate Structure Assessment	Facility Management Services
							Procurement	Waste stream management
							LEED- Green Building Design/Construction	Thermal Storage Systems
							LEED - Existng Buildings	
							Remote Operations Center	

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MELP through MME and Dept. of Treasury	5 project managers	HC Yu - engineering	State of Maryland - controls, motor replacement,electrical system mods,	2701-005249A	
Municipal lease	5 energy specialists	Hanover Engineers - engineering	Carroll County MD - updated county wide infrastructure, enhanced staff productivity, training, boiler replacement, water conservation		
Lease purchase	7 engineers	Baskerville and Son - architect	Derartment of Health and Mental Hygiene		
	4 Performance Assurance Specialists	Mueller and Assoc.	Department of Public Safety And Correctional Services		
	60 Front Line Service Providers		University of Maryland System		
	6 Service Team Supervisors		Annapolis State Office Complex		

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Custom Energy, LLC	25891 Miles Haven Road	Dennis Clough			(410)745-9163	(240)359-8326	Audits	Lighting Retrofits & Lighting Controls
	Newcomb	Pete Ewart, Business Dev. Virginia/DC/MD	Pete Ewart (800) 351-8916	petee@customenergy.com	(800)351-8916	(410)964-3308	Engineering & Design	Building Envelope Modifications
	Md. 21653	Dayton Hahs, President		buddyh@customenergy.com	(913)888-8050	(913)888-5558	Project Management	Electrical System Upgrades
	Mid-Atlantic Office located in Columbia, MD						Construction Management	Co-generation
							Commissioning	Chiller/Boiler Plant Improvements
							Measurement & Verification	HVAC Equipment Upgrades/Replacement
							Training	Energy Management Systems (EMS) & Controls Modifications
							Operations & Maintenance	Water Efficiency

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Lease Purchase Financing	4 project managers	Custom Energy-Mid Atlantic Office-regional office	Catholic University of America-steam plant upgrades, water efficiency, control valve, steam traps, lighting upgrade	Pending	NAESCO, Energy Star, AAEE
MELP through MME and Dept. of Treasury	8 energy specialists	Custom Energy Construction-construction management and estimating	GSA-chiller plant replacement, lighting, temp control upgrades		
	3 engineers	JE Dunn Construction-joint venture partner	State of Kansas-lighting, water conservation, boiler upgrades, steam trap, water heaters, system upgrades		
			GSA Maryland-boiler replacment, system upgrade, AHU upgrades, variable speed drive installation		

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Water Management Inc.	117 Clermont Avenue	James Horner, President	Thomas Bee or Bruce Jacobeen 703 370-9070	russ-horner@watermgt.com	(800)394-5325	(703)370-9179	Audit full range	Water services and energy - full range
	Alexandria						Procurement Engineering & Design Construction Water Leak Detection Water submetering	
	VA 22304-4837						Measurement and verification	

Financing Offered	Technical Expertise	Sub-Contracted Services	Reference Projects	Virginia Contractor Registration	Certifications
Self financing	1 VA Registered engineer 4 unregistered engineers	2rw Consultants, engineering services, project manager	Richmond Housing Auth.-water savings	2705-047667A	Federal Government ESPC -applied for
Third Party	1 CEM Proj Managers Water Efficiency Experts	6 35	New Mexico Highland Univ.-water savings University of Montevallo Alabama-water savings		